

26 January 1955

MEMORANDUM FOR: Colonel White

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1. Following the briefing by [] on the functions of the Management Staff, Colonel Miller and Mr. McGruder discussed between themselves [] qualifications to head the staff. They appeared to be distressed over his lack of technical background and his expression that he considered his job largely a "selling job." While admitting that Management needed selling, they believed that the salesman ought to be a highly technical, competent and conversant individual.

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2. I informed them of John's extensive executive experience, only to have the conversation concluded with "He's not a management man, he's just an executive."

3. Colonel Miller also stressed his dissatisfaction with the Records Management Program. He asserted strongly that their activity was so vitally dependent upon the complete support of all supervisors that the individual in charge of this phase of Management should be of such stature and competence that he could sell his program personally at any level in the Agency - in fact, he should be, in his area, just as competent as the top Management Officer.

4. Lastly, Colonel Miller again expressed the belief that the Management Officer should be on the staff of the DCI rather than the Deputy Director (Administration), and that such positioning was necessary if the Management Staff was to be successful in handling matters involving basic organization of CIA's functions.



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